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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

Appl. No.: 09/638,650 Confirmation No. 9848  
Applicant: Law Enforcement Services, Inc.  
For: **SYSTEM AND METHOD FOR ACQUIRING AND ANALYZING  
PERSONAL HISTORY INFORMATION**  
Filed: August 14, 2000  
TC/AU: 3626  
Examiner: Carolyn M. Bleck

Docket No.: L4590-004  
Customer No.: 30166

Commissioner for Patents  
P.O. Box 1450  
Alexandria, VA 22313-1450

**RECEIVED**  
MAR 22 2004  
**GROUP 3600**

Sir:

**DECLARATION OF ELLEN B. CUTTLER UNDER 35 U.S.C. 132**

1. My name is Ellen B. Cuttler and I am employed as President of Law Enforcement Services, Inc. ("LESI"), assignee of the above-referenced patent application. My responsibilities include overall executive management, sales and marketing and accounting and finance.
2. LESI (Law Enforcement Services, Inc.) is a professional consulting firm providing, among, other things, employment selection products and services to law enforcement, corrections and public safety agencies.
3. One of the employment selection services offered by LESI is the ONLINE PHQ, which is the commercial embodiment of the invention disclosed and claimed in the above referenced patent application. ONLINE PHQ is an internet-based questionnaire that is used to acquire life history information from applicants seeking employment and is used to predict specific, negative job outcomes.
4. LESI first introduced the ONLINE PHQ product in early 2000.

5. Gross sales attributable to the ONLINE PHQ product are summarized in the table below:

Year	Sales in Units*	Annual % Increase in Units	Sales In \$	Annual % Increase in \$
2000	145	NA	\$6225	NA
2001	646	445%	\$32,300	518%
2002	309	-52%	\$15,450	-52%
2003	3,525	1140%	\$147,117	952%

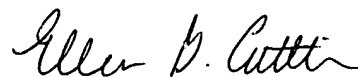
\* Units represent number of employment applicants providing life history information via the ONLINE PHQ product.

6. As can be seen, in the four years since its introduction in 2000, sales attributable to ONLINE PHQ have increased substantially, in both units and dollars.

7. For the years 2000 – 2003, LESI has spent a mere \$20,846 promoting the ONLINE PHQ product through trade shows and direct mail advertising. LESI has not expended any money on print, radio or television advertising. Customers typically learn of the ONLINE PHQ product from word-of-mouth “advertising.”

8. LESI has no dedicated sales personnel for the ONLINE PHQ product. In addition to my duties as president, I personally perform all sales functions for LESI and the ONLINE PHQ product.

This is the 16<sup>th</sup> day of March 2004.



Ellen B. Cuttler